

Message Text

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 USIA-15 /033 W

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P 041930Z MAR 76

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC PRIORITY 2245

UNCLAS CARACAS 2537

E.O. 11652: N/A

TAGS: BEXP, VE

SUBJ: TECHNICAL SALES SEMINAR: AVIATION AND AIRPORT DEVELOPMENT

REF: STATE 043267

1. SIMULTANEOUS TRANSLATION EQUIPMENT WITH THIRTY EARPHONES AVAILABLE FROM USIS. POST CONSIDERS NUMBER OF EARPHONES SUFFICIENT SINCE LARGE PART OF PROSPECTIVE AUDIENCE CAPABLE OF UNDERSTANDING ENGLISH.

2. SIMULTANEOUS INTERPRETERS AVAILABLE FROM \$100 PER DAY UPWARDS.

LOWER COST INTERPRETERS AND COMMERCIAL SECTION STAFF AVAILABLE FOR BUSINESS MEETINGS WHICH DUE TO TRAFFIC CONDITIONS WILL BE HELD AT HOTEL. IF LIST OF PARTICIPANTS DOES NOT CHANGE, POST FEARS THAT VERY FEW BUSINESS MEETINGS WILL BE POSSIBLE: AEROCOM, GLOBAL AND AEROMARITIME HAVE LOCAL AGENTS, SPERRY-UNIVAC INTENDS TO OPEN UP CARACAS OFFICE ACCORDING TO INFORMATION RECEIVED FROM COMPANY, ONLY POSSIBLE CUSTOMERS FOR R. DIXON SPEAS AND MITRE CORPORATION ARE GOV AGENCIES. POST WILL TRY INSTEAD TO ARRANGE FOR SEPARATE MEETINGS WITH GOV OFFICIALS, PROVIDED THERE IS INTEREST.

3. PRINTING AND TRANSLATION SERVICES ARE AVAILABLE IN CARACAS DEPENDING ON VOLUME, TIME FRAME SHOULD BE EIGHT DAYS FOR TRANSLATION AND ONE WEEK FOR PRINTING. COPYING AVAILABLE EITHER AT EMBASSY OR FROM COMMERCIAL COPYING SERVICES. IMPOSSIBLE TO GIVE COST ESTIMATE WITHOUT KNOWING VOLUME, COLOR WORK, BROCHURE COVER; HOWEVER, USDOC EXHIBITION STAFF FEELS THAT

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PRINT WORK COSTS SOMEWHAT HIGHER FROM U.S. PRICES BECAUSE OF

HIGHER PAPER COST. TRANSLATION COSTS LOWER THAN U.S.
SHLAUDEMAM

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